

## High Demand Jobs in Retail Trade

Occupational Title	Employment		Total Openings	Median Wage
	2002	2012		
Retail Salespersons	12,167	13,840	6,096	\$ 9.09
Cashiers	8,100	9,189	5,030	\$ 8.00
Stock Clerks and Order Fillers	4,246	3,961	1,571	\$ 9.10
Supervisors of Retail Sales Workers	3,251	3,797	1,130	\$16.62
Automotive Service Techs and Mechanics	1,426	1,671	624	\$16.18
Laborers, Freight, Stock, and Material Handlers	1,497	1,426	489	\$10.51
Food Preparation Workers	855	1,037	484	\$ 8.54
Food Prep and Serving Workers, Fast Food	671	781	401	\$ 7.86
Sales Rep's, Wholesale and Manufacturing	686	829	323	\$21.20
Office Clerks, General	984	1,064	298	\$11.29
Service Station Attendants	437	533	292	\$ 8.21
Customer Service Representatives	794	940	264	\$13.32
Counter and Rental Clerks	427	517	254	\$11.14
Pharmacy Technicians	793	937	247	\$10.51
Pharmacists	673	774	231	\$39.34
Truck Drivers, Light or Delivery Services	971	1,077	195	\$12.51
General and Operations Managers	536	627	192	\$37.15
Truck Drivers, Heavy and Tractor-Trailer	536	638	190	\$16.28
Packers and Packagers, Hand	719	772	188	\$ 8.16
Shipping, Receiving, and Traffic Clerks	746	774	181	\$12.04
Bookkeeping, Accounting and Auditing Clerks	753	787	175	\$14.99
Parts Salespersons	567	576	171	\$13.65
Order Clerks	310	392	152	\$12.33
HVAC Mechanics and Installers	247	330	116	\$17.92
Supervisors of Office Workers	436	454	112	\$20.58
Counter, Cafeteria, and Coffee Shop Attendants	123	148	105	\$ 7.64
Janitors and Cleaners, Except Housekeepers	305	351	104	\$10.37
Supervisors of Mechanics/Installers/Repairers	211	261	103	\$24.30
Cleaners of Vehicles and Equipment	203	229	97	\$ 9.28
Sales Managers	180	241	94	\$43.94

*Wage Rate reflects the median wage paid by RI employers classified in the Retail Trade industry during November 2003.*

## Opportunities in Retail Trade



### Labor Market Information

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1511 Pontiac Avenue  
Cranston, RI 02920

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Rhode Island employment (including self employed and unpaid family workers) is expected to increase by over 58,000 jobs during the 2002-2012 projection period. Employment in 2012 is projected to reach 563,909; an increase of 58,348 (11.5%) from the 2002 employment level of 505,561.

The Retail Trade industries in Rhode Island are projected to gain over 6,000 jobs between 2002 and 2012, an increase of 11.4 percent. About one-third of the anticipated job growth will be in Motor Vehicle & Parts Dealers and in Clothing & Clothing Accessory Retailers; these two

industries are expected to add nearly 1,850 new jobs.

Motor Vehicle & Parts Dealers will add nearly 1,000 jobs over the next ten years resulting in substantial growth for Parts & Retail Salespersons, Stock Clerks, Truck Drivers and Material Movers. Clothing & Clothing Accessories retailers are projected to increase by 870 jobs or 16.3 percent, increasing the demand for Retail Salespersons, Cashiers, and First Line Supervisors/Managers of Retail Sales Workers. Above average job growth is also projected for Building Material & Garden Supplies, Gasoline Stations, Nonstore Retailers and Sports/Hobby/Books & Music Stores.

## Rhode Island 2012 Projections

### Employment in Retail Trade

	2002	2012	Numeric Change	Average Annual Wage
Total	52,699	58,700	6,001	\$23,829
Building Material and Garden Supplies	3,574	4,115	541	\$29,092
Clothing and Clothing Accessories	5,330	6,200	870	\$17,598
Electronics and Appliance Sales	1,347	1,430	83	\$32,342
Food and Beverage	9,259	9,920	661	\$18,701
Furniture and Home Furnishings	1,624	1,700	76	\$26,156
Gasoline Stations	1,888	2,400	512	\$19,556
General Merchandise	10,919	11,610	691	\$19,321
Health and Personal Care	5,616	5,970	354	\$27,320
Motor Vehicle and Parts Dealers	5,814	6,790	976	\$39,182
Nonstore Retailers	2,044	2,765	721	\$31,964
Sports/Hobby/Books and Music Stores	2,053	2,400	347	\$16,749

### Retail Trade Fast Growing Jobs

Sales Managers

HVAC Mechanics and Installers

Sewing Machine Operators

General Maintenance and Repair Workers

Order Clerks

Supervisors and Managers of Sales

Representatives, Services

Supervisors and Managers of Mechanics,

Installers and Repairers

Supervisors and Managers of Production

and Operating Workers

Chief Executives

Receptionists and Information Clerks

Job openings result from two major factors: the need to replace workers who leave an occupation because of a job change, retirement, or death; and the need to fill vacancies created by economic expansion. It is projected that during the 2002-2012 period, employers in the Retail Trade sector will need to fill over 22,000 jobs resulting from employee turnover and economic growth. Twenty-seven percent, (6,001) of the job openings are attributed to economic growth. Seventy-three percent, (16,331) of the job openings are due to employee turnover. Rhode Island's Retail Trade businesses will seek to fill nearly 2,235 positions each year, 90 percent of those openings will occur among the occupations on the following table: (See back of brochure).